

BEFORE THE
POSTAL REGULATORY COMMISSION
WASHINGTON, D.C. 20268-0001

COMPETITIVE PRODUCTS PRICE CHANGES
RATES OF GENERAL APPLICABILITY

Docket No. CP2013-3

**RESPONSES OF THE UNITED STATES POSTAL SERVICE
TO CHAIRMAN'S INFORMATION REQUEST NO. 1**
(October 24, 2012)

The United States Postal Service hereby provides its responses to Chairman's Information Request No. 1, which was issued on October 17, 2012. Responses were due by October 24, 2012. Each question is reprinted verbatim and is followed by the Postal Service's response. Certain portions of the Postal Service's responses have been provided under seal. The Postal Service herein incorporates by reference its Application for Non-Public Treatment in this docket for the protection of the material filed under seal. An additional Application for Non-Public Treatment for material provided in response to Question 4 is attached.

Respectfully submitted,

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October 24, 2012

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1. Please refer to the non-public "Price Calc Files" folder that shows supporting price adjustment calculations. It appears that the Priority Mail price adjustment calculations were not included within this folder. Please provide the supporting Priority Mail price adjustment calculations. If you cannot provide this information, please explain.

RESPONSE:

These files were inadvertently excluded from the zip files sent to the Commission on October 11, 2012. Included with this response is the public version of the Priority Mail price adjustment calculation file; the non-public version will be filed under seal.

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2. Governors' Decision No. 12-02 at page 4 states that the Postal Service plans to offer customers ordering flat rate package supplies online the option to have their supplies delivered faster than the current free service. It further states that the supplies will be shipped using either "Standard" Post or Bound Printed Matter (BPM) for a fee of \$2.50.
- a. Please confirm that this optional flat rate package supplies delivery service will be added as a rate category under the Shipping and Mailing Supplies product. If not confirmed, please identify where the Postal Service proposes to place this service in the Mail Classification Schedule (MCS).
 - b. Please explain how the Postal Service will determine which of the two products, "Standard" Post or BPM, it will use to ship the customer's order.
 - c. Please explain how flat rate packaging supplies will qualify to be sent as BPM.
 - d. The Attachment to Governors' Decision No. 12-2 draft section 2635.2 proposes to add a new range (\$0.00 to \$25.00) of "Shipping Fees" for Shipping and Mailing Supplies. Please clarify why the range for shipping fees in the draft MCS is proposed to be "\$0.00 to \$25.00" when the fee is proposed to be set at \$2.50.

RESPONSE:

- a. Confirmed.
- b-c. Expedited Packaging Supplies are shipped as Standard Post today, which is a free service for any online requests for flat rate packaging supplies. To the extent supplies were shipped as Bound Printed Matter in the past, it was an anomaly and will not occur in the future. New for January 2013, customers ordering flat rate packaging supplies online will be able to pay a fee of \$2.50 to get their supplies delivered faster than the traditional Standard Post delivery method. Customers that choose to pay this fee will have their flat rate packaging supplies shipped from the Expedited Supply Center using Priority Mail, unless the supplies are available locally from the customers' delivery post office.

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- d. The price range is intended to provide the Postal Service with flexibility to adjust the price. For example, if an unexpectedly large number of customers request expedited delivery of flat rate packaging supplies, the Postal Service may determine that the \$2.50 fee is insufficient to cover the cost of this service.

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3. In the attached MCS changes at page 81, the Postal Service proposes to revise the First-Class Package Service non-barcode/non-machinable surcharge language to state "certain parcels may be subject to a \$0.08 surcharge, as specified by the Postal Service." Under this proposed language, please identify all circumstances that would cause a parcel to be subject to the \$0.08 surcharge.

RESPONSE:

The surcharge would apply in the following situations for First-Class Package Service (FCPS) parcels:

FCPS Commercial Base

- 1) Unless prepared in 5-digit/scheme containers, parcels are subject to a \$0.08 surcharge if they are irregularly shaped, such as rolls, tubes, and triangles.
- 2) Single-piece parcels are subject to a \$0.08 surcharge if they do not bear a barcode under DMM 433.

FCPS Commercial Plus

- 1) Single-piece parcels are subject to a \$0.08 surcharge if they do not bear a barcode under DMM 433.

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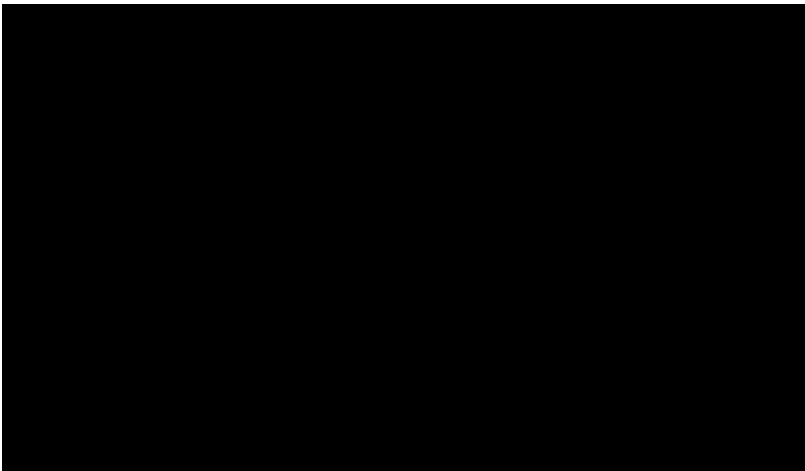
4. For Post Office Box service, please provide the specific Semi-Annual Fees for each Box Size and Fee Group.

RESPONSE:

The Postal Service does not plan to provide early notice (to its competitors) of the exact competitive prices that will be implemented on January 27. Instead, the Postal Service will follow the practice established in Docket Nos. CP2011-26 and CP2012-2. In those dockets, the Postal Service filed price ranges for competitive Post Office box service, without specific prices, and then, a few weeks before implementation, announced the specific prices in both a Postal Bulletin notice and a letter to the Commission.

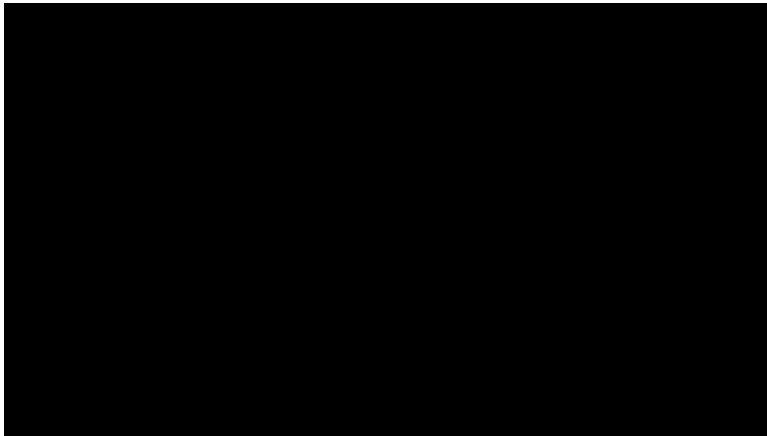
Nonetheless, the Postal Service is willing to provide the specific prices at this time, but under seal.

Post Office Box Service fees (effective January 27, 2013) are as follows:

		Fees - 6 Month Prices (\$)				
		Box Size				
MCS Fee Group	USPS Fee Group	1	2	3	4	5
C1	C30					
C1	C31					
C2	C32					
C3	C33					
C4	C34					
C5	C35					
C6	C36					
C7	C37					

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C1	C38
C2	C39
C3	C40
C4	C41
C5	C42
C6	C43
C7	C44



Fees - 3 Month Prices (\$)
Box Size

MCS Fee Group	USPS Fee Group	1	2	3	4	5
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C1	C30
C1	C31
C2	C32
C3	C33
C4	C34
C5	C35
C6	C36
C7	C37

C1	C38
C2	C39
C3	C40
C4	C41
C5	C42
C6	C43
C7	C44



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5. Please confirm that a Post Office Box service customer is assigned a rate in fee group C30 through C37 as a semi-annual fee and a rate in fee group C38 through C44 as a 3-month fee. If you cannot confirm, please identify the specific conditions that distinguish the rates in fee groups C30 through C37 from the rates in fee groups C38 through C44.

RESPONSE:

Not confirmed. Fee groups C30 through C44 were described in the letter to Shoshana Grove regarding Competitive Post Office Box Service Fees, filed December 29, 2011, and as shown in response to Question 4. Customers are not assigned a fee group; rather each postal location offering Post Office Box service is assigned to a fee group. All fee groups have a 3-month and 6-month option. At this time, there is no location assigned to fee group C30, which is reserved for future use. Competitive postal locations have been assigned to all of the remaining fee groups, C31 to C44. The distinction between fee groups C30 to C37 and groups C38 to C44 is that groups C30 to C37 offer at least one of the following service enhancements: Real Mail Notification, Street Addressing (which always come with the option to receive packages from private carriers), 24/7 access to the boxes, and earlier availability of the mail.

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6. Are customers of Post Office Box service for all competitive fee groups (C30 through C44) eligible to receive enhanced services to include: (1) the option to receive electronic notification when mail is delivered to the customer's post office box; (2) the option to use the post office street address and a "#" designation in lieu of a "P.O. Box" designation; and (3) for customers who choose to use the post office street address, the option to receive packages from private carriers? If not, please identify the competitive Post Office Box service customer types or fee groups that offer these additional services and identify which additional services are provided to such fee groups or customers.

RESPONSE:

All competitive post office locations offer the following enhancements: Signature on File, Baker's Dozen, and no initial key deposits for the first two keys. About 98 percent of competitive offices offer Street Addressing (including the option to receive packages from private carriers), and 97 percent offer Real Mail Notification. For operational reasons, about 2 percent of locations do not offer the former enhancement, while about 3 percent of locations do not offer the latter enhancement. Also see the response to question 5.

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7. Please refer to Governors' Decision No. 12-02, Attachment B at section 2303.6. This section shows the table of prices for First-Class Package International Service. For each destination country, please provide the applicable country-specific price group designations (numbers).

RESPONSE:

Please see the attached table.

PART D

COUNTRY PRICE LISTS FOR INTERNATIONAL MAIL

Country	Market Dominant SPFCMI ¹	Competitive				
		International Expedited Services		International Packages	FCPIS ⁵	IPA & ISAL ⁵⁶
		GXG ²	EMI ³	PMI ⁴		
A						
Afghanistan	6	6	-	6	6	15
Albania	4	4	4	4	4	12
Algeria	8	4	8	8	8	15
Andorra	5	5	5	5	5	11
Angola	7	4	7	7	7	15
Anguilla	9	7	9	9	9	13
Antigua & Barbuda	9	7	-	9	9	13
Argentina	9	8	9	9	9	13
Armenia	4	4	4	4	4	15
Aruba	9	7	9	9	9	13
Ascension	7	-	-	7	7	12
Australia	3	6	10	10	3	9
Austria	5	5	5	5	5	11
Azerbaijan	4	4	4	4	4	15
B						
Bahamas	9	7	9	9	9	13
Bahrain	8	6	8	8	8	15
Bangladesh	6	6	6	6	6	15
Barbados	9	7	9	9	9	13
Belarus	4	4	4	4	4	12
Belgium	5	3	5	5	5	11
Belize	9	8	9	9	9	13
Benin	7	4	7	7	7	15
Bermuda	9	7	9	9	9	13
Bhutan	6	6	6	6	6	15
Bolivia	9	8	9	9	9	13
Bosnia-Herzegovina	4	4	4	4	4	12
Botswana	7	4	7	7	7	15
Brazil	9	8	15	15	9	13
British Virgin Islands	9	7	-	9	9	13
Brunei Darussalam	6	4	6	6	6	14
Bulgaria	4	4	4	4	4	12
Burkina Faso	7	4	7	7	7	15
Burma (Myanmar)	6	-	-	6	6	15
Burundi	7	4	7	7	7	15

Country	Market Dominant SPFCMI ¹	Competitive				
		International Expedited Services		International Packages	FCPIS ⁵	IPA & ISAL ⁵⁶
		GXG ²	EMI ³	PMI ⁴		

C						
Cambodia	6	8	6	6	6	14
Cameroon	7	4	7	7	7	15
Canada	1	1	1	1	1	1
Cape Verde	7	4	7	7	7	15
Cayman Islands	9	7	9	9	9	13
Central African Republic	7	-	7	7	7	15
Chad	7	4	7	7	7	15
Chile	9	8	9	9	9	13
China	3	6	14	14	3	14
Colombia	9	8	9	9	9	13
Comoros	7	-	-	7	7	15
Congo, Democratic Republic of the	7	4	7	7	7	15
Congo, Republic of the	7	4	7	7	7	15
Costa Rica	9	8	9	9	9	13
Cote d'Ivoire (Ivory Coast)	7	4	7	7	7	15
Croatia	4	4	4	4	4	12
Cuba	9	-	-	9	9	13
Cyprus	4	6	4	4	4	15
Czech Republic	4	4	4	4	4	12
D						
Denmark	5	5	5	5	5	11
Djibouti	7	4	7	7	7	15
Dominica	9	7	9	9	9	13
Dominican Republic	9	7	9	9	9	13
E						
Ecuador	9	8	9	9	9	13
Egypt	8	6	8	8	8	15
El Salvador	9	8	9	9	9	13
Equatorial Guinea	7	-	7	7	7	15
Eritrea	7	4	7	7	7	15
Estonia	4	4	4	4	4	12
Ethiopia	8	4	8	8	8	15
F						
Falkland Islands	9	-	-	9	9	13
Faroe Islands	5	5	5	5	5	12
Fiji	6	8	6	6	6	14
Finland	5	5	5	5	5	11
France	5	3	13	13	5	5
French Guiana	9	8	9	9	9	13
French Polynesia	6	4	6	6	6	14

Country	Market Dominant SPFCMI ¹	Competitive				
		International Expedited Services		International Packages	FCPIS ⁵	IPA & ISAL ⁵⁶
		GXG ²	EMI ³	PMI ⁴		

G						
Gabon	7	4	7	7	15	15
Gambia	7	4	-	7	15	15
Georgia, Republic of	4	4	4	4	15	15
Germany	5	3	16	16	4	4
Ghana	7	4	7	7	15	15
Gibraltar	5	4	-	5	11	11
Great Britain and Northern Ireland	5	3	11	11	3	3
Greece	5	5	5	5	11	11
Greenland	5	5	-	5	11	11
Grenada	9	7	9	9	13	13
Guadeloupe	9	7	9	9	13	13
Guatemala	9	8	9	9	13	13
Guinea	7	4	7	7	15	15
Guinea-Bissau	7	-	7	7	15	15
Guyana	9	8	9	9	13	13
H						
Haiti	9	7	9	9	9	13
Honduras	9	8	9	9	9	13
Hong Kong	3	3	3	3	3	14
Hungary	4	4	4	4	4	12
I						
Iceland	5	5	5	5	5	11
India	6	6	6	6	6	15
Indonesia	6	6	6	6	6	14
Iran	8	-	-	8	8	15
Iraq	8	6	8	8	8	15
Ireland (Eire)	5	3	5	5	5	11
Israel	5	6	8	8	5	11
Italy	5	3	5	5	5	7
J						
Jamaica	9	7	9	9	9	13
Japan	3	3	12	12	3	10
Jordan	8	6	8	8	8	15

Country	Market Dominant SPFCMI ¹	Competitive				
		International Expedited Services		International Packages	FCPIS ⁵	IPA & ISAL ⁵⁶
		GXG ²	EMI ³	PMI ⁴		

K						
Kazakhstan	6	4	6	6	6	15
Kenya	7	4	7	7	7	15
Kiribati	6	-	-	6	6	14
Korea, Democratic People's Republic of (North)	6	-	-	6	6	14
Korea, Republic of (South)	3	6	3	3	3	14
Kosovo	5	4	-	5	5	12
Kuwait	8	6	8	8	8	15
Kyrgyzstan	6	4	6	6	6	12
L						
Laos	6	8	6	6	6	14
Latvia	4	4	4	4	4	12
Lebanon	8	6	-	8	8	15
Lesotho	7	4	7	7	7	15
Liberia	7	4	7	7	7	15
Libya	8	4	-	8	8	15
Liechtenstein	5	5	5	5	5	11
Lithuania	4	4	4	4	4	12
Luxembourg	5	3	5	5	5	11
M						
Macao	6	3	6	6	6	12
Macedonia, Republic of	4	4	4	4	4	12
Madagascar	7	4	7	7	7	15
Malawi	7	4	7	7	7	15
Malaysia	6	6	6	6	6	14
Maldives	6	6	6	6	6	15
Mali	7	4	7	7	7	15
Malta	5	5	5	5	5	15
Martinique	9	7	9	9	9	13
Mauritania	7	4	7	7	7	15
Mauritius	7	4	7	7	7	15
Mexico	2	2	2	2	2	2
Moldova	4	4	4	4	4	15
Mongolia	6	4	6	6	6	14
Montenegro	5	4	-	5	5	13
Montserrat	9	7	-	9	9	13
Morocco	8	4	8	8	8	15
Mozambique	7	4	7	7	7	15

Country	Market Dominant SPFCMI ¹	Competitive				
		International Expedited Services		International Packages	FCPIS ⁵	IPA & ISAL ⁵⁶
		GXG ²	EMI ³	PMI ⁴		
N						
Namibia	7	4	7	7	7	15
Nauru	6	-	6	6	6	14
Nepal	6	6	6	6	6	14
Netherlands	5	3	17	17	5	8
Netherlands Antilles	9	7	9	9	9	13
New Caledonia	6	8	6	6	6	14
New Zealand	6	6	10	10	6	11
Nicaragua	9	8	9	9	9	13
Niger	7	4	7	7	7	15
Nigeria	7	4	7	7	7	15
Norway	5	5	5	5	5	11
O						
Oman	8	6	8	8	8	15
P						
Pakistan	6	6	6	6	6	15
Panama	9	8	9	9	9	13
Papua New Guinea	6	8	6	6	6	14
Paraguay	9	8	9	9	9	13
Peru	9	8	9	9	9	13
Philippines	6	6	6	6	6	14
Pitcairn Island	6	-	-	6	6	14
Poland	4	4	4	4	4	12
Portugal	5	5	5	5	5	11
Q						
Qatar	8	6	8	8	8	15
R						
Reunion	9	4	-	9	9	15
Romania	4	4	4	4	4	12
Russia	4	4	4	4	4	12
Rwanda	7	4	7	7	7	15

Country	Market Dominant SPFCMI ¹	Competitive				
		International Expedited Services		International Packages	FCPIS ⁵	IPA & ISAL ⁵⁶
		GXG ²	EMI ³	PMI ⁴		

S						
St. Christopher (St. Kitts) & Nevis	9	7	9	9	9	13
Saint Helena	7	-	-	7	7	15
Saint Lucia	9	7	9	9	9	13
Saint Pierre & Miquelon	4	-	-	4	4	13
Saint Vincent & Grenadines	9	7	9	9	9	13
San Marino	5	3	5	5	5	11
Sao Tome & Principe	7	-	-	7	7	12
Saudi Arabia	8	4	8	8	8	15
Senegal	7	4	7	7	7	15
Serbia, Republic of	5	4	5	5	5	12
Seychelles	7	4	7	7	7	15
Sierra Leone	7	-	7	7	7	15
Singapore	6	3	6	6	6	14
Slovak Republic (Slovakia)	5	4	5	5	5	12
Slovenia	5	4	5	5	5	12
Solomon Islands	6	-	6	6	6	14
Somalia	-	-	-	-	-	15
South Africa	7	4	7	7	7	15
Spain	5	5	5	5	5	11
Sri Lanka	6	6	6	6	6	15
Sudan	7	-	7	7	7	15
Suriname	9	8	-	9	9	13
Swaziland	7	4	7	7	7	15
Sweden	5	5	5	5	5	11
Switzerland	5	5	5	5	5	6
Syrian Arab Republic (Syria)	8	-	8	8	8	15

Country	Market Dominant SPFCMI ¹	Competitive				
		International Expedited Services		International Packages PMI ⁴	FCPIS ⁵	IPA & ISAL ^{5g}
		GXG ²	EMI ³			
T						
Taiwan	6	3	6	6	6	14
Tajikistan	6	-	6	6	6	15
Tanzania	7	4	7	7	7	15
Thailand	6	6	6	6	6	14
Timor-Leste, Democratic Republic of	6	6	-	6	6	14
Togo	7	4	7	7	7	15
Tonga	6	4	6	6	6	14
Trinidad & Tobago	9	7	9	9	9	13
Tristan da Cunha	7	-	-	7	7	15
Tunisia	8	4	8	8	8	15
Turkey	4	6	4	4	4	12
Turkmenistan	6	-	6	6	6	12
Turks & Caicos Islands	9	7	9	9	9	13
Tuvalu	6	-	-	6	6	14
U						
Uganda	7	4	7	7	7	15
Ukraine	4	4	4	4	4	15
United Arab Emirates	8	6	8	8	8	15
Uruguay	9	8	9	9	9	13
Uzbekistan	6	4	6	6	6	15
V						
Vanuatu	6	8	6	6	6	14
Vatican City	5	3	5	5	5	11
Venezuela	9	8	9	9	9	13
Vietnam	6	6	6	6	6	14
W						
Wallis & Futuna Islands	6	4	-	6	6	14
Western Samoa	6	-	6	6	6	14
Y						
Yemen	8	6	8	8	8	15
Z						
Zambia	7	4	7	7	7	15
Zimbabwe	7	4	7	7	7	15

Notes

1. SPFCMI = Single-Piece First-Class Mail International. The same Country Price Groups also apply to International Direct Sacks—M-Bags.
2. GXG = Global Express Guaranteed
3. EMI = Express Mail International
4. PMI = Priority Mail International. Availability to certain destinations may be limited to flat rate envelopes and/or small flat rate boxes.
5. FCPIS = Outbound Single-Piece First-Class Package International Service.
- ~~6.5.~~ IPA = International Priority Airmail.
ISAL = International Surface Air Lift.
ISAL service not available to all countries. See Individual Country Listings in the International Mail Manual for availability.

APPLICATION OF THE UNITED STATES POSTAL SERVICE FOR NON-PUBLIC TREATMENT OF MATERIALS

In accordance with 39 C.F.R. § 3007.21, the United States Postal Service (Postal Service) hereby applies for non-public treatment of certain materials filed under seal with the Commission. The materials consist of the Post Office Box service prices provided in response to Question 4 in Chairman's Information Request No. 1. The Postal Service is concurrently filing a redacted version of the response to Question 4.

(1) The rationale for claiming that the materials are non-public, including the specific statutory basis for the claim, and a statement justifying application of the provision(s);

The materials designated as non-public consist of information of a commercial nature that under good business practice would not be publicly disclosed. In the Postal Service's view, this information would be exempt from mandatory disclosure pursuant to 39 U.S.C. § 410(c)(2) and 5 U.S.C. § 552(b)(3) and (4).¹ Because the portions of the materials that the Postal Service is applying to file only under seal fall within the scope of information not required to be publicly disclosed, the Postal Service asks the Commission to support its determination that these materials are exempt from public disclosure and grant its application for their non-public treatment.

¹ In appropriate circumstances, the Commission may determine the appropriate level of confidentiality to be afforded to such information after weighing the nature and extent of the likely commercial injury to the Postal Service against the public interest in maintaining the financial transparency of a government establishment competing in commercial markets. 39 U.S.C. § 504(g)(3)(A). The Commission has indicated that "likely commercial injury" should be construed broadly to encompass other types of injury, such as harms to privacy, deliberative process, or law enforcement interests. PRC Order No. 194, Second Notice of Proposed Rulemaking to Establish a Procedure for According Appropriate Confidentiality, Docket No. RM2008-1, Mar. 20, 2009, at 11.

(2) Identification, including name, phone number, and email address for any third-party who is known to have a proprietary interest in the materials, or if such an identification is sensitive, contact information for a Postal Service employee who shall provide notice to that third party;

The Postal Service believes that no third parties have a proprietary interest in the redacted materials.

(3) A description of the materials claimed to be non-public in a manner that, without revealing the materials at issue, would allow a person to thoroughly evaluate the basis for the claim that they are non-public;

The Postal Service is claiming protection for the specific Post Office Box service prices provided in response to Question 4 of Chairman's Information Request No. 1.

These prices fall within the publicly-specified price ranges for Post Office Box service.

(4) Particular identification of the nature and extent of commercial harm alleged and the likelihood of such harm;

If the information that the Postal Service determined to be protected from disclosure due to its commercially sensitive nature were to be disclosed publicly, the Postal Service considers it quite likely that it would suffer commercial harm. This information is commercially sensitive, and the Postal Service does not believe that it would be disclosed under good business practices. Early access to Post Office Box service prices by competitors would allow competitive responses intended to attract actual or potential Postal Service customers, leading to loss of contribution.

(5) At least one specific hypothetical, illustrative example of each alleged harm;

Harm: Competitors could use Post Office Box service prices to assess vulnerabilities and focus sales and marketing efforts to the Postal Service's detriment.

Hypothetical: Post Office Box service prices are released to the public now. A private mailbox service provider sees that Postal Service prices will be moving up to only 20 percent less than the private provider's prices. The private mailbox provider temporarily

lowers its prices to attract Postal Service customers away. Early access to the prices gives time to advertise fully to Postal Service customers of the more attractive prices.

(6) The extent of protection from public disclosure deemed to be necessary;

The Postal Service maintains that the portions of the materials filed non-publicly and relating to competitive products should be withheld from persons involved in competitive decision-making in the relevant markets for competitive delivery products (including private sector integrators, foreign postal administrations, and private mailbox providers), as well as their consultants and attorneys. Additionally, the Postal Service believes that actual or potential customers of the Postal Service for these or similar products should not be provided access to the non-public materials.

(7) The length of time deemed necessary for the non-public materials to be protected from public disclosure with justification thereof; and

The Commission's regulations provide that non-public materials shall lose non-public status ten years after the date of filing with the Commission, unless the Commission or its authorized representative enters an order extending the duration of that status. 39 C.F.R. § 3007.30. The Post Office Box service pricing information will be made available to the general public in early to mid-January.

(8) Any other factors or reasons relevant to support the application.

None.

Conclusion

For the reasons discussed, the Postal Service asks that the Commission grant its application for non-public treatment of the identified materials.